November 27, 1923.

Prof.George W.Schoenhut, 2636 Martey Avenue, San Diego, Calif.

My dear Prof. Schoenhut:

I have your note about the Song Book, and I enclose circular and order blank.

For that matter, I also crossed Death Valley on foot (in 1884, on my "Tramp Across The Continent") -- though whether I "kept my reason" is another matter! But the Songs are reasonable anyhow.

Sincerely yours,



"The Only Man Living that Ever Crossed 'Death Valley' on foot, and kept his Reason"

## "ZYMOID"

## The Greatest Hair Grower on Earth Prof. Geo. W. Schoenhut, Discoverer

A careful study of the hair and scalp has proven to me that in no cases are the life-giving principles of the hair growth within the follicles eradicated or dead; that in cases of absolute baldness the hair only becomes imprisoned beneath the scalp, and that this growth is dormant instead of dead. Stimulation is certainly needed and necessary that the scalp be loosened and the pores opened so that the blood can force a natural growth through the hardened skin.

This function ZYMOID will perform, the process possessing every favorable inducement for the hair growth, even under the most adverse circumstances. It is easy to understand how the temporal and other arteries carrying blood to the hair roots may become congested. The most general cause is from wearing a close-fitting and badly ventilated hat with a stiff band. Such headgear compresses the arteries, and the heart pressure is not strong enough to force the blood through the regular channels when nature's food for hair growth is cut off.

If this evil is discovered in time, it is easily remedied by the daily use of my great discovery, which keeps the channels well open, so that the scalp may be regularly irrigated with the proper amount of blood. In such cases the scalp is not barren, but the hair becomes very thin through lack of proper food to nourish it; all starved follicles are stimulated and as nature hath ordained. The scalp should be covered with hair.

In ancient days, nature grew hair on man all over his body to protect him from heat, cold and rain. Later on, as he became more civilized, he began to kill fur-bearing animals and to wear their skins. After thousands of years, he reached a point in civilization when he wore clothes over his whole body, having no more use for his natural covering and gradually began to lose it. Some scientists claim that it is only a question of time before human beings will lose all the hair they now possess. When that time comes we shall be a hairless and baldheaded race.

It is but natural it will take its course when normal conditions are put into existence; understand, that a healthful circulation holds out every inducement. Men have less fatty tissue under the scalp than women. In advanced years the scalp becomes tightly stretched over the skull, so that the supply of blood is to a certain extent cut off from the hair in men, while in women the excess of fat secures ample circulation of blood to the hair.

A little gland or follicle from which the hair springs is embedded in the skin and draws its life and nourishment from it; on either side of each hair follicle are tiny ilttle glands which discharge upon the roots of the hair an oily secretion called sebum. It is the natural oil of the scalp. When the discharge of this sebum becomes excessive, it clogs the pores, fills the hair glands, dries on the scalp, and sheds in the fine scales known as dandruff. Then the hair begins to fall out and causes baldness in many cases.

If you have the right material and know how, you can grow a full head of hair on any bald and shiny head. I make this statement just as plain as I know how. I mean every word I say; can prove it to anybody. The using of Hair Tonics, Dandruff Cures and Mange Cures, without the proper advice, is like taking medicine without knowing what you are trying to cure.

The particular trouble with which your hair or scalp is afflicted—and there are many of them—must be known before it can be intelligently treated. The disease of the scalp called "Seborrhoea eczema." The parasites that produce this disease grow down into the cylinder-shaped depressions of the roots of the hair, destroying the hair cells. By careful experiments seborrhoea was found to be contagious. An ointment was made of vaseline and the scales from a man's head, and was rubbed into the backs of guinea pigs. The pigs contracted the disease and became bald. Likewise, the disease has been contracted by man and wife, either wife or husband being free from it before marriage. You can wear the hat of one and contract the disease, or use the brush and comb. There are over fifty conditions of the hair and scalp that all require different treatment; each particular trouble must be intelligently treated beforehand.

The only way is to diagnose each case properly. This great discovery is in 35 different formulas. No two cases are alike. Come to my Office. No charge for consultation or examination. If you cannot come, write me your case, and I'll cheerfully diagnose it free of charge. I have the goods that will do the work in every case. I'll fail in none if used as I tell you to.

I grow hair on man or beast. This discovery is known as ZYMOID, Geo. W. Schoenhut's discovery, under the pure food and drugs act, June 30th, 1906, serial No. 25922. Any seven-year-old child can use it with great success. It's as pure as heaven's tear-drop. It grows the hair. "That's all."

PROF. GEO. W. SCHOENHUT.

er, Dir. nov- 25/23, Mindle 2636 Marcey over a share of the bolt and sayin but grown to me that in to come are the Mountains process are the top the contract of the contra This function ZVIIOID will perform, the process possessing every forecast for the boilt grounds of the most principle of contractions and its case to enderstone how the property of the boilt and other nurses caused on the best made only become configurated. The cross former of case is from the action version a loss filling and hadly contributed hat with a still hand. Such insultant case is from arteries and the heart precious a not strong enough to force the blood force the free through the force the blood for how we wish is cut aff. Rubin call is discovered in tiles, if Is readly remedled by the delly use of my exect discovered the court ages the elements well epoil to that the reals may be supplied independ with the ground ages of the entered by the court of the entered by the court of the entered by the court of the entered by the entered by the entered by the entered of the entered by the entered of the entered with how. in ancient days, mente gree bein in that all your his body to protect him from heat, end If the toler anneard if will take it, which which performs and part into extended and and about the serval stands that a neabtiful closely for bulk out every male course. He have less including the stands of the bulk stands of the stands of A Hills pland on tolkets from which the last serious is embedded in the skin and draws it, life and acadeshased from its an ellipse of the last foliation and acadeshas are the differential which discharge ment the main of the hour or only secretical called separat. It is the natural of the scale, when the called acadeshase of this scale a observation called acadeshase of this scale and shorts for the first scale of the peaks and shorts for the first scale of the peaks of the peaks and shorts for the scale of the scale of the first scale of the scale of the first scale of the scale of If you have the right insterial and know how, you can grow a full head of bate on any ball and bline beat, I make this sixengent just as plain as I know how, I mean every more I say; that pray it to arrand. The using of thair Tonce. Dandruff Cares and Hange Cares, without the origin advice, is like taking medicine without snowing what you are trying to care. The particular trouble with which your half or scalp is affected—and there are stray of them—togst be there it can be satelligency treated. The discuss of the scalp called "can borrhy an exercise. The generality that moving these discuss gave over into the collecter-shaped despites of the roots of the hant descenting the hair calle. Its variety experiments sebentines when not not not no recommended the hant descenting. The pipe contracted the discuss and became basid was rubed about the first outlines with a called the became haid. Itselform with or hard and help lives from all the force out the hat at one and coffered the discuss, or use the brush and and a first met all require different frealmost; and marriage and results much as a treated below and teather that are not over this conditions of the hair and reals and the particular treather the discuss different frealmost; and tab particular treather much be subdiscently treated below and. The only way is to discount case properly. This grout discovery is in 35 different for cruthas, the functions of charge to me cash at the country of the charge in free of charge. I have the summer country write me your case, and I depended a liquide it free of charge. I have the needs that will do the work is every case. I'll fail is none if used as i tell you to. I gray hair on men or beast, This discovery is known as ZYMOIR, Cee, W. Schoeshut's dis-tower, mader the pure food and drugs act, June 50th, 1966, serial No. 25922, Any seven-year-old child can use it with great success. It's as pure as heaven's lear-drop, it grows the bair, "That's all" PROPE GEO. W. SCHOKNIELE.